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Improved Target Acquisition System Contractor Logistics Support

PM-CCMS and Raytheon Teaming for Success





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ITAS Contractor Logistics Support

One for One Replacement of the Ground TOW 2 (M220A2) System



**Supported By CLS Provided by
Raytheon, McKinney TX**





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System / Customer Overview

TARGET ACQUISITION SUBSYSTEM INTEGRATED SIGHT

- 2nd GEN FLIR Detector (w/Monitor) SADA II
- Laser Range Finder
- Direct View Optics



POWER SUPPLY / BATTERY BOX

- Dismounted Power
- Power Conditioning
- Built-In Battery Charger



4 CLS Supported LRUs



FIRE CONTROL SUBSYSTEM



- Embedded Training Cards
- Missile Guidance
- BIT/BITE

TRAVERSING UNIT MODS



- Brake
- Pistol Grip
- New TAS Mount
- Ground Mounted w/Tripod

- **ITAS Designed to Improve Performance**
- **CLS Designed to Increase System Availability and Reduce Ownership Cost**

The “Light, First to Fight” Army: 82d Airborne, 101st Airborne (Air Assault), 25th Infantry Division (Light) (Hawaii), 2ID (Korea), etc.

- **Rapid, Worldwide Deployability - 18 Hours “Wheels-Up”**
- **Forced Entry Capable, i.e. Fight Their Way in**
- **Limited Support, Arriving 3-5 Days Later**

**A Support
Challenge!!!**



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ITAS Reduces Support Footprint and Cost

18 LRUs



6 LRUs

TOW 2



ITAS



No IFTE Van or Any Other Support Equipment For ITAS



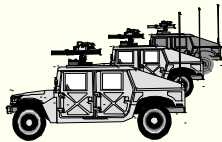
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CLS Execution - A Team Effort

Infantry Battalion

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Support Battalions / Forward Repair



Raytheon Depot



Field Level Maintenance Military / Contractor Partnership



Agreements

- RSC / PMO CLS Concept (Later Turned Into Contract)
- RSC / Unit / PMO For Duties and Responsibilities
- PMO / LOGSA For STAMIS Interfaces



ITAS Contractor Logistics Support

Support Goal: To Improve System Availability While Reducing Support Costs

Accomplished By Contracting With the Prime Contractor For:

- **Operational Readiness (OR)**
 - **Minimum 90%**
 - **Incentivized for Greater Than 90%**
 - **Penalized For Less Than 90%**

**Contractor Not Required
On Battlefield, Deploys
Per Commander's
Guidance**

- **Free Issue of Repair Parts to Units**
- **Limited Depot Level Maintenance Facility Collocated With Units**

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CLS Provides High Operational Readiness (OR)

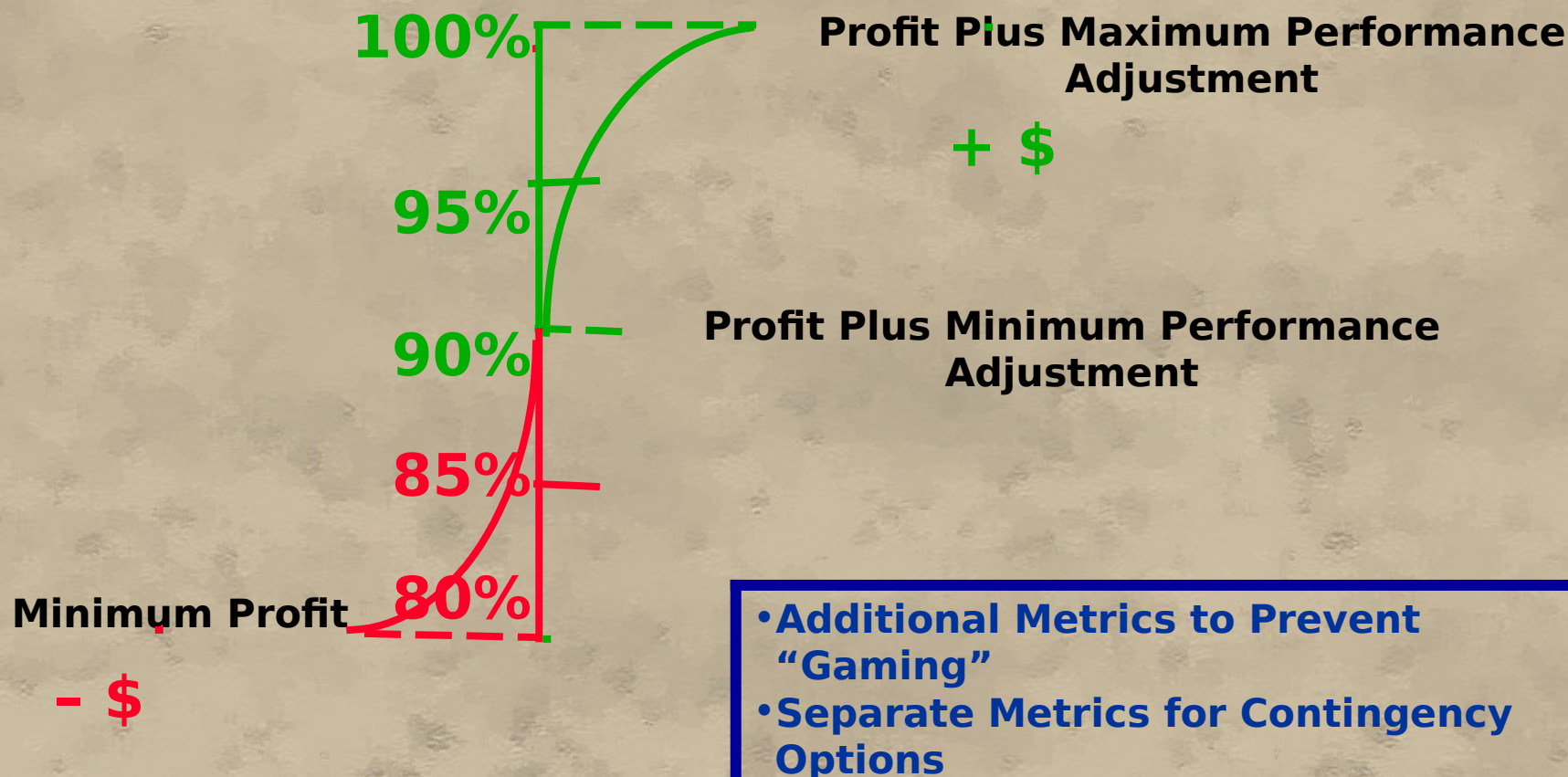


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Fixed Price - Performance Adjustment

Operational Readiness = Profit



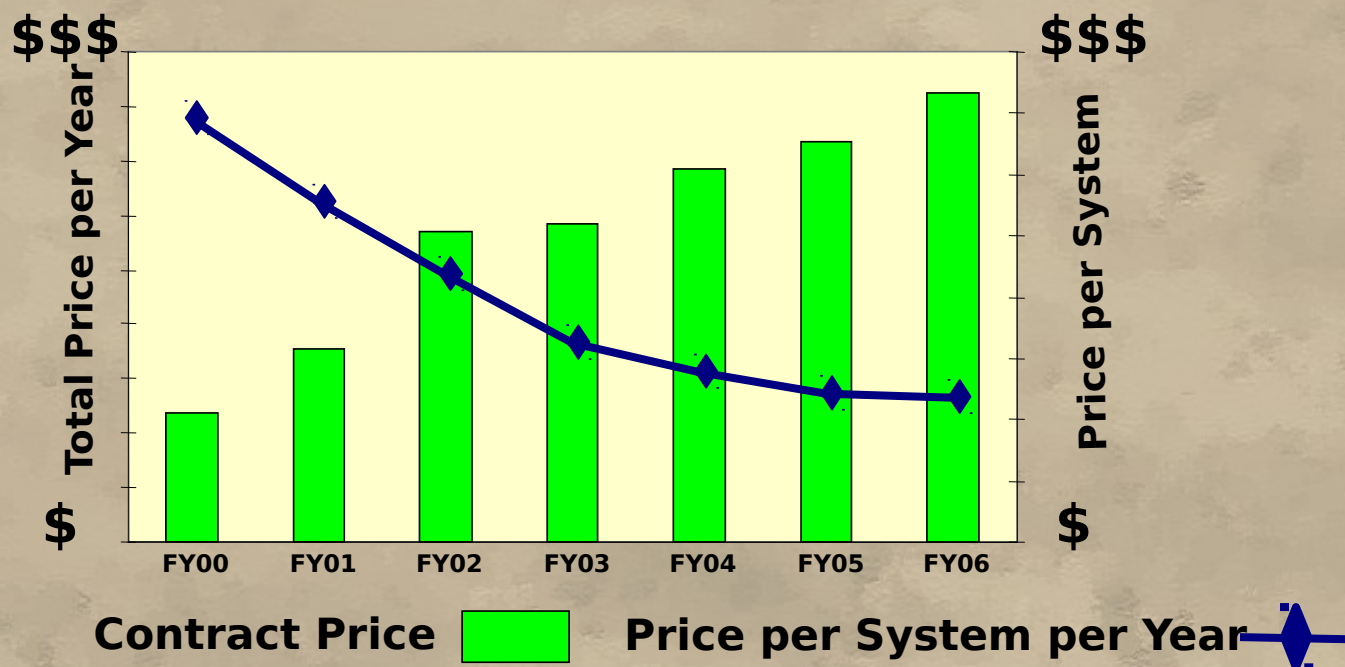


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CLS 5 Year Contract Strategy

Fixed Price Portion of Contract



Incentives: \$\$\$\$

- Fixed Price Contract - Contractor Incentivized to Improve Quality, Efficiency, and Performance.
- Operate, Smarter, Better, Faster, and Cheaper. Result = Contractor Profit
- Performance Adjustment for Exceptional Effort
- Future (Potential) CLS Customers (SBCTs, USMC, FMS)
- 5 Year Effort



Government Challenges

Funding (ITAS CLS Is Not In AWCF)

- **PMO Experience With Different Colors of Money**
- **Budgeting / Funding Process (End of Year, Incremental Funding ,**
- **Budgeting for Surprises (Fielding Schedule Changes, Contingenc**
- **Funding Cuts (Contract is Must Fund or ???)**

Contracting

- **CLIN Structure For Tracking Different Colors of Money**
- **Long-Term**
- **How To Incentivize Contractor**

Contractor on Battlefield Issues

Information System Interfaces

Post Production Support (Affordability)



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Contract Objectives, Challenges & Solutions





Raytheon Contractor Logistics Support

Objectives

- **Product Support through System Life Cycle**
 - **Cradle to Grave**
- **Teaming with the Program Office**
- **Long Term Contract**
- **Technology Insertion via Product Support**



**Supporting
the Soldiers**



**Incentive
Based
Contract**




**Reducing
Product O&S
Costs**



Raytheon Challenges

- **Issues beyond our control**
 - **Optempo affecting number of failures and**
 - **Damage vs failures**
- **Contractors on the Battlefield**
- **Commitment to meet or exceed Operational Requirements**
- **Interface to Army supply system**
- **Moving from T&M type contract to Incentive Based**
 - **Lack of database information on “OR”**
 - **Measurement of “OR”**



OR > 90%



Support the
Soldiers on
the
Battlefield



Approaches to Success

- ✓ **IPT created with approach as partners**
- ✓ **ALPHA Contracting method for:**
 - **Development of SOW**
 - **Negotiation of a 5-year CLS contract**
- ✓ **Agreement between the Tactical Units, PM-CCMS and Raytheon**
- ✓ **Integrated with the Army as one team to support the system**
- ✓ **Solid, definable metric that benefits the Soldier, PM & the Contractor: *“Operational Readiness”***

Commercial solution to supply and asset



Keys to Success

- ✓ **Army/Raytheon Teamwork**
- ✓ **Government sharing of information**
 - **Funding Issues/Profiles**
 - **Continuous dialog on fielding status**
 - **Program/Tactical Unit Objectives**
- ✓ **Funding as required to support readiness**
- ✓ **Agreed-to-requirements form a successful Army/Contractor team**
- ✓ **Flexible contract CLIN to adjust for changing world conditions**

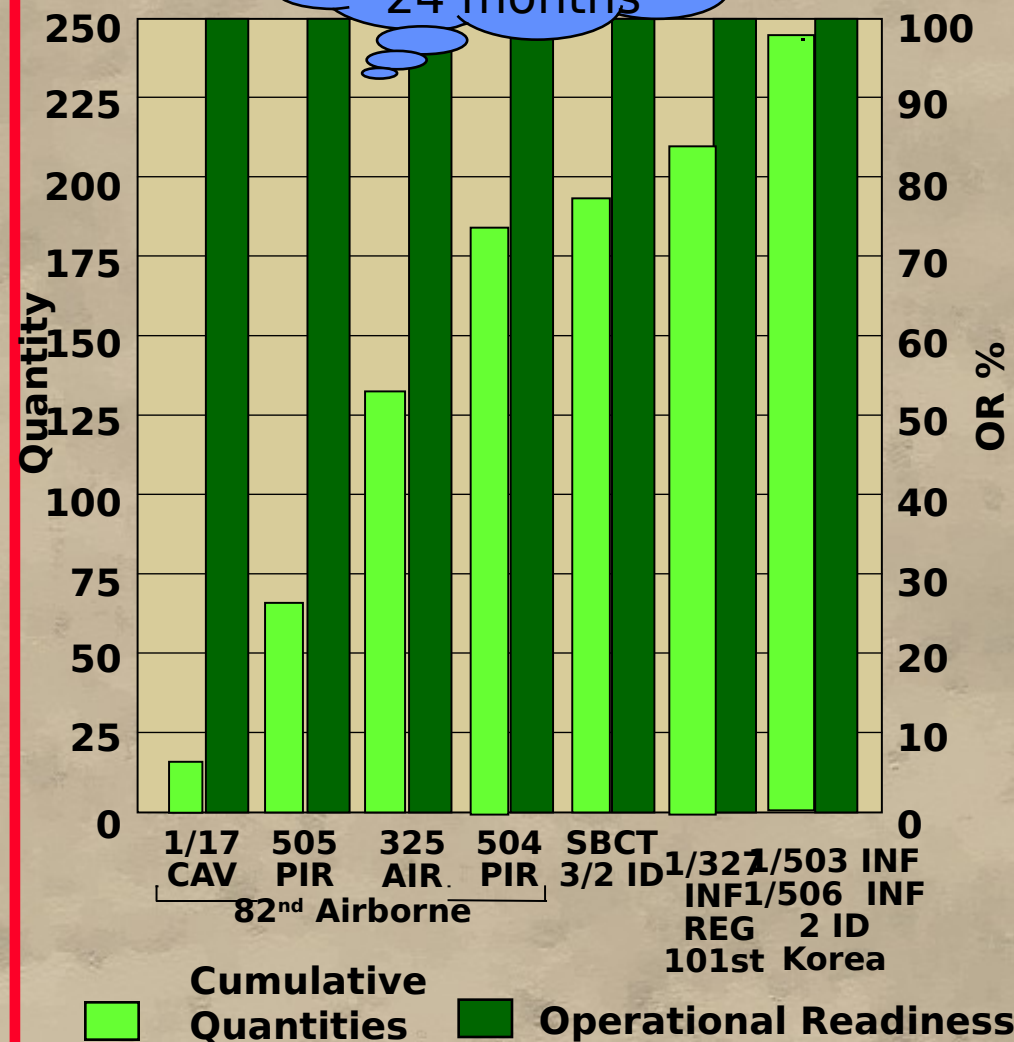


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Exceptional Results

OR at 100%
24 months



Deployments & Training
 Ops
 Operation Enduring Freedom
 MC02
 JRTC
 NTC